



PROFESSIONAL SUMMARY

Experienced **hands-on** leader with over 15 years leading teams, strategy, and execution. **Executive** experience managing matrix teams for commercial, R&D, operations, and field services. Specialized in data science, machine learning, and AI to drive business impact and transform for the future. Industry experience in life sciences, healthcare, and telecom. Unique blend of **industry and academic experience** that cultivates top talent to balance **rigor with value** to solve business problems with practical solutions and tangible impact.

PROFESSIONAL EXPERIENCE

UNIVERSITY OF CALIFORNIA, SAN DIEGO (UCSD), CA Nov 2022 – Current

Executive Director, Master of Business Analytics Programs

- Responsible for long term success of the Business Analytics Program including attracting top students, administration, growth, and student experience.
- Provides formal oversight to all curricular matters in partnership with Admission, Student Affairs, Marketing and Communications, Academic Personnel, and Finance.
- Builds network of industry sponsors to source Capstone projects and provide real world problems for students to apply their knowledge from the program into realistic issues faced by industry.

THERMO FISHER SCIENTIFIC, CARLSBAD, CA Jan 2019 – Dec 2022

Senior Director of Data Sciences

- Led end-to-end data science team with a staff of 65. Creates strategy and executes ML, software, analytics, and market intelligence initiatives for global sales and marketing within life sciences and laboratory products. Achieved over \$250 million yearly in revenue with >55% year-over-year growth of data science revenue.
- Built cloud-based data products using AWS that enables deeper customer insights for sales and marketing activities. Maintained data ecosystem with 1st and 3rd party information to create holistic customer profiles.
- Managed over 25 purpose-built machine learning algorithms that predicted customer behaviors and used to nurture customer experiences with personalized and dynamic content.
- Developed vision, capabilities, infrastructure, and roadmap for the data sciences into line-of-businesses' commercial go-to-market strategies. Included web, omni channel, email, and sales recommendations.
- Principal data scientist in peer reviews. Mentors and educates to build credible, tangible impact across the business.
- Led business alignment in highly matrixed organizations. Collaborated across cross-functional agile teams to plan data products and enhancements against the most pressing business needs. Aligned strategy with corporate and divisional executive leadership teams.
- Managed qualitative and quantitative market and competitive intelligence team to support and enable commercial go-to-market plans and perform market surveillance.

55%
Growth

\$250M
In Revenue

BD (BECTON DICKINSON), SAN DIEGO, CA Feb 2013 – Dec 2018

Manager of Data Science

- Created data science team from concept and incubation to fully scaled cloud-based AI products for BD customers in the medical segment.
- Led engagements with Microsoft and KPMG to scale AI capabilities to the cloud. Manages and optimizes drug inventories across the hospital. Leverage Machine learning pre predict inventory levels, stockout, and reduce waste.
- Created proof-of-concepts that predict economic factors like drug shortages and the impact on lead times and drug prices using internal product data and third party shortage information .
- Released machine learning data products into first-ever commercial release of the AI powered HealthSight@ Diversion Management solution to the
- Delivered predictive maintenance solution using machine learning ensembles to field service technicians that optimize travel times and duplicate site visits resulting in over \$500k per year in travel costs.
- Performed data encryption on sensitive data to be used in clinical research and to support customer R&D on drug performance and microbial resistance.
- Evaluated tools to ensure best in in class analytical capability including data governance, master data management, and high-performance computing for machine learning experimentation.
- Led proof-of-concept evaluations for Tableau, Qlik, Cloudera Data Science Workbench, Rshiny, Microsoft Azure ML services, Databricks, and Kubernetes.
- Expanded machine learning capabilities to include distributed computing, GPU driven algorithms, and advanced anomaly detection.
- Built and managed data science models to predict device stability issues and failures, drug diversion, drug seasonality and shortages, workforce management, diagnostic LIS/HL7 lab results classification and others.

Reduced
\$500K
In Travel

Achieved
50%
Growth

PERSONAL INFORMATION

LinkedIn:

www.linkedin.com/in/ion-nemteanu-b164424

SKILLS

Leadership



Data Science



Change Management



Business/Matrix Alignment



Strategic Planning



Analytics and Visualization



Communication



Technology and Architecture



Proof of Concept



Software Engineering



R&D



Operations





INDUSTRY EXPERIENCE (Continued)

NTREPID, SAN DIEGO, CA Dec 2011 – Feb 2013

Data Scientist / Business Analyst

- Managed all BI initiatives across all departments. Presented materials to staff of all levels and provided guidance for data driven strategies related to business performance.
- Data visualization for corporate requests and designed dashboards for multiple operational groups. Primary liaison for requirements, and all other business intelligence related activities.
- Produced budget plans. Collected information and modeled data for predictive modeling and performance planning.
- Built and managed performance tracking for systems and staff. Implemented financial allocation model for bandwidth utilization and collocation-based costs to ensure equity across functions.

PROFITLINE, INC. SAN DIEGO, CA Apr 2007 - Dec 2011

Director of Analytics

- Led mobility management and telecom solutions that generated over \$24M in revenue. Managed roadmap for analytic product enhancements. Expanded offerings into UK, Spain, Netherlands, Brazil, Italy, and France.
- Integrated and aligned disparate cross-functional teams into single product focused analytics team to deliver repeatable standardized services to our customers.
- Used analytical software tools and manual analysis to research and find solutions for our clients' telecom analytical environment to automate processes that reduced manual time by 75%. Resulted in over 200% increase in productivity with an average increase of 3% overall return to customers.
- Led Telecom Audit and Analyst Team in recovering erroneous billing reaching over 500 million dollars to Fortune 500 organizations. Conducted wire-line and wireless optimizations with in-depth rate analysis and contract compliance.
- Organized and delivered Six Sigma Kaizen projects related to improved optimization analysis, inventory control, inventory management, and device reporting. Over 8 years of project management related experience

Manager of Mobility Optimization

- Led Mobility Optimization team with a staff of 5 analysts to ensure deliverables, accuracy, and credibility.
- Ensured fast paced delivery schedule for complex customer reports.
- Presented forecasts and reports to internal and external clients from all levels of management.
- Created model to fairly distribute mobility charges in a shared "pooled" environment to appropriate cost centers. Also developed multiple custom allocation formats to support all allocation methods.

THE UPPER DECK, LLC. CARLSBAD, CA 2005 – 2007

Technical Support Specialist/ Business Analyst Intern

- Designed and configured inventory control system for asset management.
- Developed software tool to catalog assets using images and text data.
- Supported companywide mobility solutions. Managed billing, ordering, procurement, technical support, policy enforcements, and policy communication.

UNIVERSITY OF SAN DIEGO Nov 2019 – Feb 2023

Adjunct Professor – Master's of Applied Data Science - Intro to Data Science and Ethics

Industry Advisory Board Member– Master's of Applied Data Science

- Builds curriculum and instructs coursework for master's students in the Data Science Program
- Industry Advisory Board Member: Determines strategic direction of Data Science program and curriculum.

UNIVERSITY OF CALIFORNIA, SAN DIEGO EXTENSION, SAN DIEGO, CA Sept 2016 – Feb 2023

Part-time Instructor – Text Mining

- Builds and maintains course content and curriculum. Instructs students enrolled in the Data Mining Certificate Text Mining Course.

EDUCATION

NORTHWESTERN UNIVERSITY

- Master's of Science in Data Science

CALIFORNIA STATE UNIVERSITY, SAN MARCOS

- Bachelors of Science in Business Administration, High Technology Management

CERTIFICATIONS AND AFFILIATIONS

- SCRUM ALLIANCE Certified Scrum Product Owner (CSPO) 2020
- Data Science Alliance Working Group Member
- USD Master of Applied Data Sciences Industry Board Member

SOFTWARE DEVELOPMENT

R	●●●●●	Expert
SQL	●●●●●	Expert
SAS	●●●○	Intermediate
Python	●●○○○	Novice
Java	●○○○○	Beginner

TECHNOLOGY

Databases	●●●●●	Expert
Databricks	●●●●○	Advanced
Jupyter	●●●●○	Advanced
Enterprise R Studio	●●●●○	Advanced
Power BI / Tableau / Qlik	●●●●○	Advanced
AWS	●●●●○	Advanced
Azure	●●●●○	Advanced
SAS Viya	●●●○○	Intermediate

PROCESS

Data Science / CRISP-DM	●●●●●	Expert
Agile/Scrum	●●●●●	Expert
Six Sigma / PPI	●●●●○	Advanced
Design Thinking	●●●●○	Intermediate

Reduced
\$500M
In Spend

\$24M
In Revenue

